



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY SHOWS 5.7% DECLINE IN JULY SALES

July 1991 billings for the industry were \$42.3 million. This compares to \$44.8 million for the same month in 1990. This is the ninth straight month of declining performance.

For the year-to-date, 1991's sales for Commercial Heat Treaters reached \$314.2 million, 5.5% below the 1990 figure for this period of \$332.3 million.

One-third of MTI's nine Districts are above July 1990's sales. For the year-to-date, two Districts are ahead of 1990.

A summary of percentage change by geographic regions follows:

District	Jul 91 vs. Jul 90	Total 1991 vs. 1990
1 New England (MA-RI-CT)	4.9	3.1
2 Middle Atlantic (NY-NJ-E.PA-MD)	0.5	1.3
3 South Central (W.PA-OH-IN-KY)	- 2.0	- 5.9
4 Michigan	-16.0	-16.7
5 Southeast (VA-NC-SC-GA-AL-TN-FL)	3.2	- 1.8
6 North Central (IL-WI-MN-MO-IA)	- 3.0	- 5.2
7 Pacific Coast (CA-AZ-ORE-WASH)	- 4.9	- 0.2
8 Southwest (TX-OK-AR-CO-LA-UT)	- 8.3	- 3.5
9 Canada	-20.1	-12.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

JULY, 1991

BILLINGS FOR MONTH

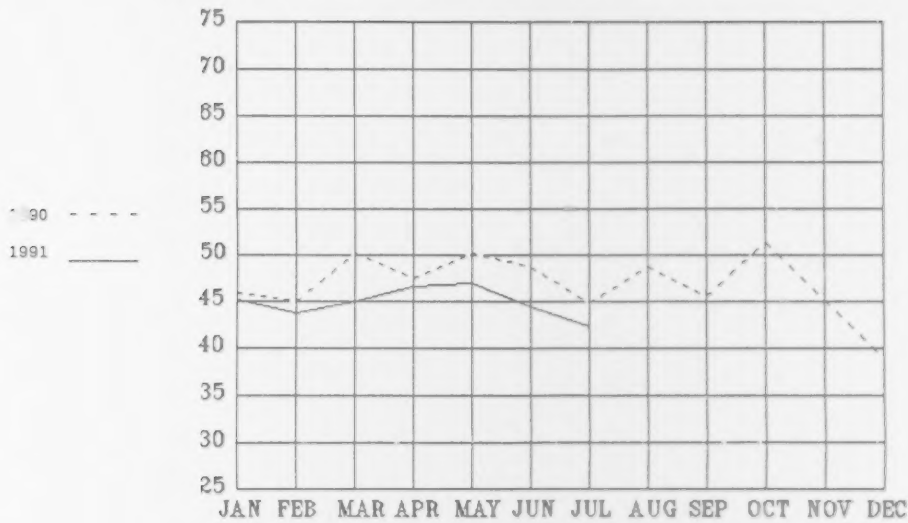
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	44830.6	42269.3	- 5.7	100.0	100.0
Dist. 1	14	2413.9	2531.4	4.9	5.4	6.0
Dist. 2	27	4210.1	4232.3	0.5	9.4	10.0
Dist. 3	42	7808.7	7648.7	- 2.0	17.4	18.1
Dist. 4	25	6646.9	5583.9	-16.0	14.8	13.2
Dist. 5	18	2440.2	2517.6	3.2	5.4	6.0
Dist. 6	33	8105.4	7864.7	- 3.0	18.1	18.6
Dist. 7	23	6302.7	5996.9	- 4.9	14.1	14.2
Dist. 8	17	3208.9	2941.4	- 8.3	7.2	7.0
Dist. 9	14	3693.8	2952.6	-20.1	8.2	7.0
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	332318.5	314172.2	- 5.5	100.0	100.0
Dist. 1	19429.9	20039.2	3.1	5.8	6.4
Dist. 2	31343.2	31759.6	1.3	9.4	10.1
Dist. 3	59075.7	55573.0	- 5.9	17.8	17.7
Dist. 4	45693.5	38040.3	-16.7	13.7	12.1
Dist. 5	18671.3	18339.8	- 1.8	5.6	5.8
Dist. 6	64369.1	61046.4	- 5.2	19.4	19.4
Dist. 7	43636.1	43531.4	- 0.2	13.1	13.9
Dist. 8	22690.6	21887.2	- 3.5	6.8	7.0
Dist. 9	27409.2	23955.3	-12.6	8.2	7.6

MILLIONS

NATIONAL BILLINGS



Gain or Loss

Monthly

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

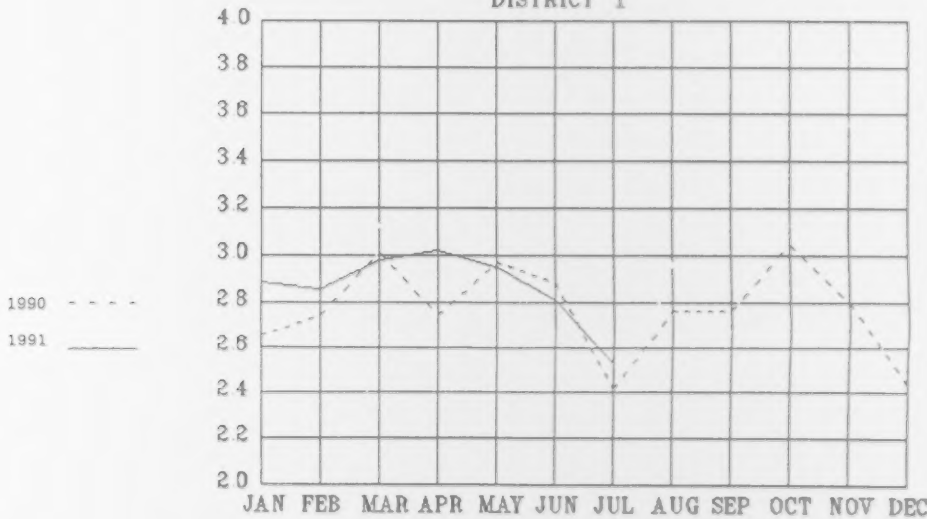
% Change

Cumulative

-1.5	-2.5	-10.3	-1.9	-6.6	-8.9	-5.7						
-1.5	-2.0	-5.0	-4.2	-4.7	-5.4	-5.5						

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



Gain or Loss

Monthly

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

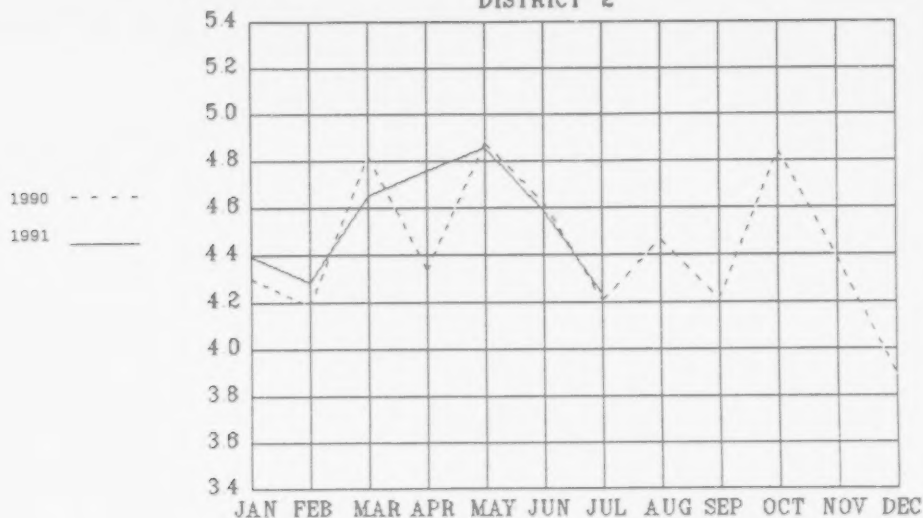
% Change

Cumulative

8.6	4.2	-1.3	10.2	-0.7	-2.5	4.9						
8.6	6.4	3.6	5.2	4.0	2.9	3.1						

MILLIONS

N.Y.-N.J.-EPA.-MD.
DISTRICT 2



Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2.2	2.4	-3.5	9.8	-0.5	-0.7	0.5					

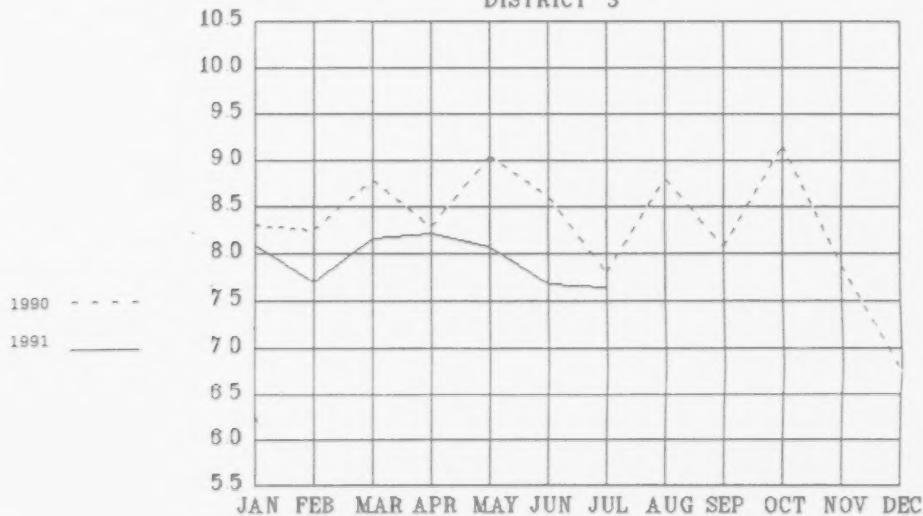
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL
2.2	2.3	0.2	2.6	1.9	1.5	1.3

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-2.6	-6.5	-7.0	-0.9	-10.8	-10.8	-2.0					

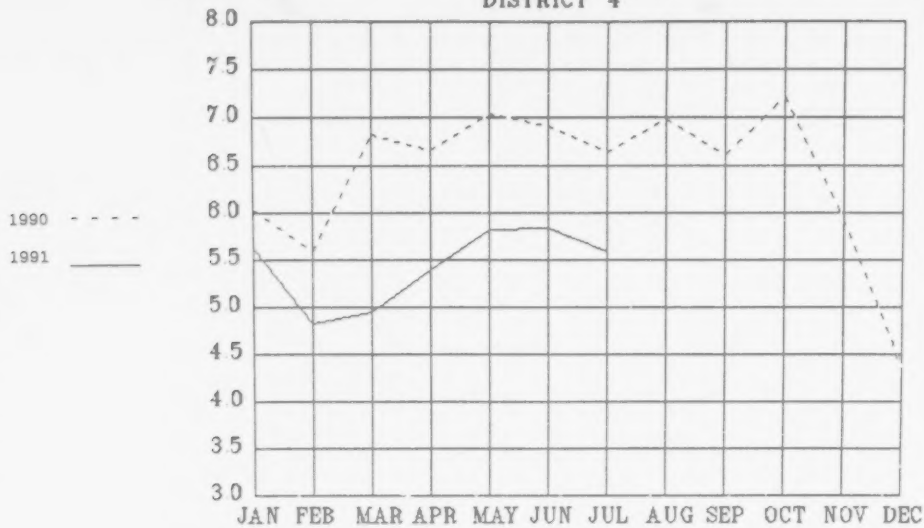
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL
-2.6	-4.5	-5.4	-4.3	-5.7	-6.5	-5.9

MILLIONS

MICHIGAN
DISTRICT 4



Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-6.9	-13.7	-27.4	-19.0	-17.1	-15.5	-16.0					

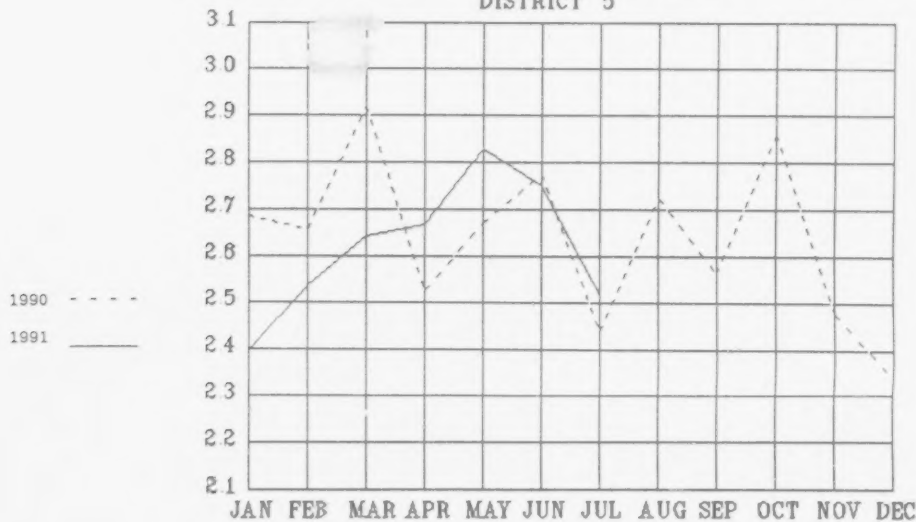
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-6.9	-10.2	-16.5	-17.2	-17.2	-16.9	-16.7					

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



Gain or Loss

Monthly

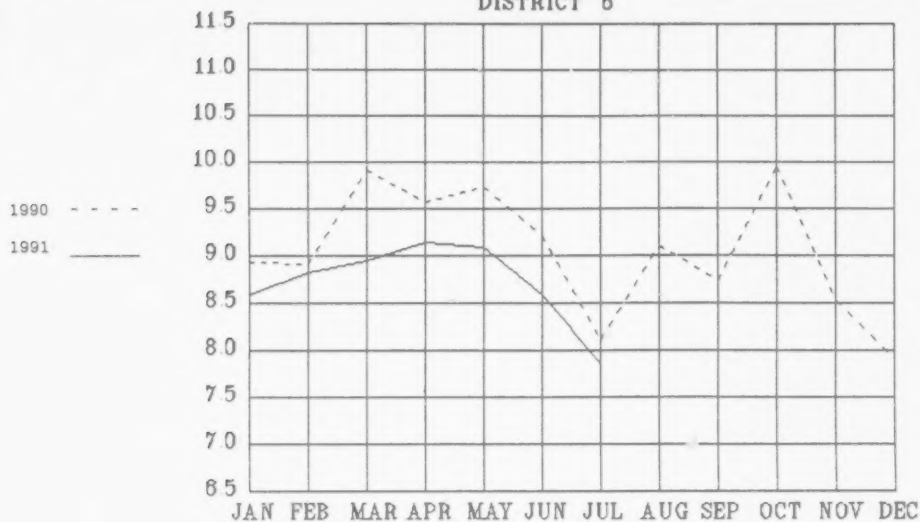
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-10.8	-4.5	-9.4	5.6	5.9	-1.0	3.2					

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-10.8	-7.6	-8.2	-5.0	-2.8	-2.5	-1.8					

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6

Gain or Loss

Monthly

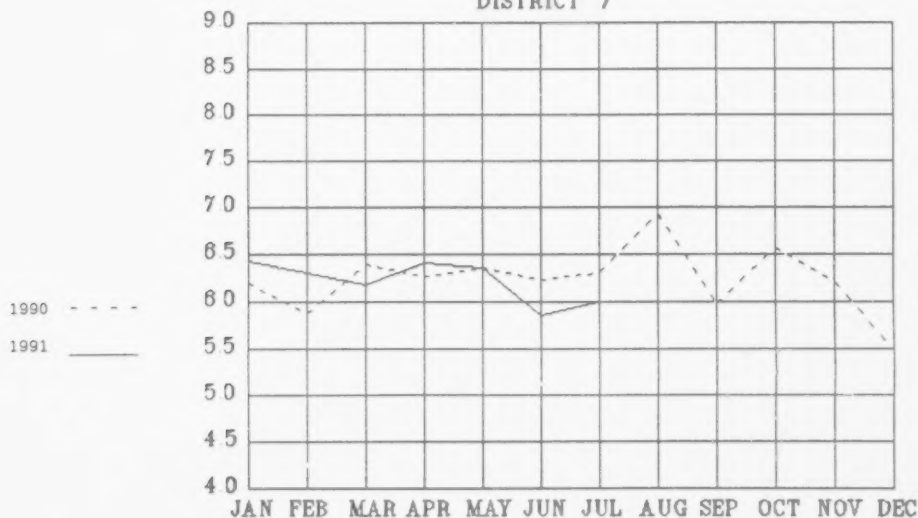
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-3.8	-1.0	-9.7	-4.5	-6.5	-6.9	-3.0					

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL
-3.8	-2.4	-5.0	-4.9	-5.2	-5.5	-5.2

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7

Gain or Loss

Monthly

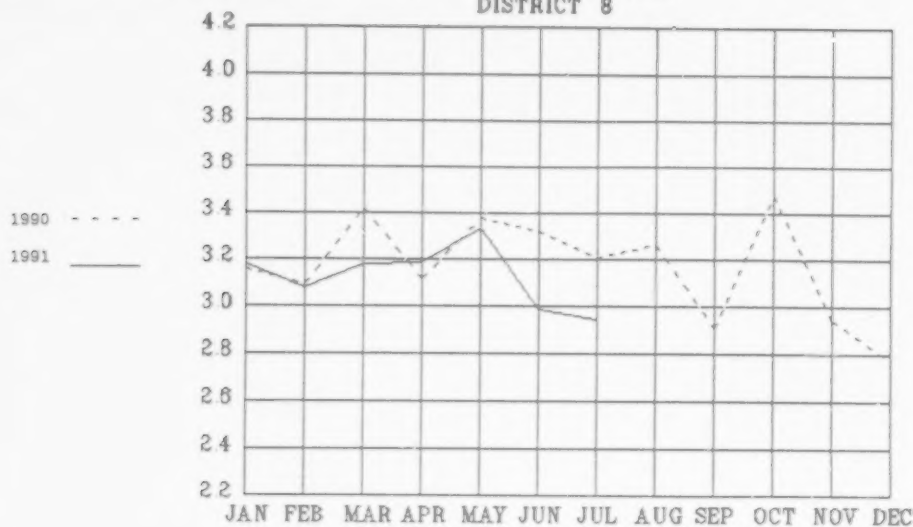
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
3.7	7.5	-3.5	2.4	-0.1	-6.3	-4.9					

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL
3.7	5.5	2.4	2.4	1.9	0.5	-0.2

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8

Gain or Loss

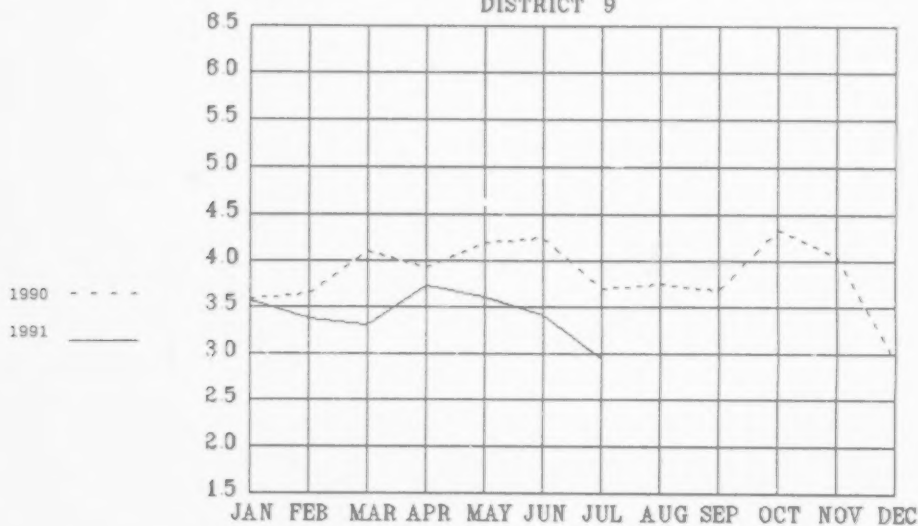
Monthly

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
0.6	-0.5	-7.0	2.2	-1.1	-10.0	-8.3					
0.6	0.1	-2.4	-1.3	-1.3	-2.8	-3.5					

MILLIONS

CANADA
DISTRICT 9

Gain or Loss

Monthly

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-0.4	-7.3	-19.4	-5.1	-14.2	-19.7	-20.1					
-0.4	-3.9	-9.5	-8.4	-9.6	-11.4	-12.6					